

THE PHONOGRAM.

THE OFFICIAL ORGAN OF THE PHONOGRAPH COMPANIES OF THE UNITED STATES.

VOL. 2.

APRIL-MAY, 1892.

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627 E Street, Washington, D. C.



A MAGAZINE devoted to all interests connected with the recording of sound, the reproduction and preservation of speech, the Telephone, the Typewriter, and the progress of Electricity.

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THE PHONOGRAM, having special facilities in its circulation through the vast commercial system occupied by the Phonograph, Telephone, and other Electrical Devices, presents an exceptionally valuable advertising medium. The rates are reasonable and will be furnished on application.

CORRESPONDENCE

relating to the Phonograph, Typewriter, or Electricity, in any of their practical applications, is cordially invited, and the coöperation of all electrical thinkers and workers earnestly desired. Clear, concise, well-written articles are especially welcome; and communications, views, news items, local newspaper clippings, or any information likely to interest electricians, will be thankfully received and cheerfully acknowledged.

**The People Eager to Learn and Seeking
Information—Give Them a Chance
to Understand the Phonograph
by Distributing Its Messenger,
"The Phonogram."**

The announcement on another page that several Southern companies are doing business not alone on a remunerative, but on a largely profitable basis, is welcome in a two-fold sense; it is matter both of congratulation and of pride.

The admissions—let us be fair, and say the courteous acknowledgments of services rendered, and prosperity enlarged, which so many correspondents from the folds of our phonograph asso-

ciation gracefully accredit to THE PHONOGRAM, are not only a witness in its behalf, but they are a rebuke to its half-hearted supporters, a tower of strength against malignant adversaries, and a spur and stimulus to renewed effort in the cause it maintains.

Now let us take the hint from what is happening around us, and at the same time profit by past experience, in entering upon the future commercial policy of the phonograph; for THE PHONOGRAM is simply the pilot, knowing where the shoals and quicksands lie in the path of the merchantman, and able to give them sound and practical directions. Look around and see how the business of the world is transacted. A shrewd "man of affairs" does not immure himself in his office and sit there waiting for business to come to him. He seeks operations by placing in a favorable light their advantages to the public.

Take notice of the flowing tide of profits rushing in to the Columbia Phonograph Co., at Washington, D. C. See the golden flood that pours into the coffers of the New England Phonograph Co. by the sales of phonographs. See the profits accruing to the Western Pennsylvania Phonograph Co., who distributes thousands of copies of THE PHONOGRAM monthly, thereby largely increasing its revenue. Observe the care taken by the Ohio Phonograph Company to provide accessories and effect improvements in the form of the machine by which patrons may be enabled to use the tubes more agreeably and damages to the phonograph be obviated. Note the enthusiastic action of the Louisiana Phonograph Company ever-watchful for better methods—and the painstaking conservative course of the New York Phonograph Company. Why is it that these com-

panies forge ahead of others? Because they are quick to perceive and take advantage of useful ideas. They distribute information to the people at large, by means of this organ, and they take sure means of providing the people with it.

THE PHONOGRAM explains in a clear way how the people of this country may be benefited by using the phonograph; the companies—some of them—set before the people its explanations, for they have no time to talk about the machines except in a limited way, and by dispensing this knowledge, a return comes back to them of money invested in machines. The people require to be educated up to their own needs in regard to this instrument.

It was the same thing in the case of sewing machines. Twenty years ago the sale of these machines was comparatively small; but their owners had the forecast to instruct the inhabitants of *all the countries in the world* that each family required one of these household aids, and now they are sold by the million. There are now over sixty millions of people in the United States alone; is there anything to hinder a large portion of this number from buying or renting a phonograph? Nothing except the indolence of some who undertake to forward its interests. Let the people see and read THE PHONOGRAM; make provision for an issue of 50,000 copies—that will be a good beginning—though you will eventually need millions. Other business houses provide canvassers to insure success. The phonograph is in a large measure its own mouthpiece and advertisement.

A Striking Contrast.

To acquire facility in running the phonograph and typewriter is only a matter of a few days of practice. Those who understand the typewriter may begin to use the phonograph in regular business within a few minutes after first seeing it. To be sure, as time goes on, they become more efficient by reason of mastering many little details; but they may do actual and valuable work the first day.

Now contrast the cost and the time necessary to obtain a thorough knowledge of stenography with that required for learning to operate a phonograph. A gentleman calling at the office of THE PHONOGRAM recently, stated that he had paid for the instruction of his daughter in these two arts—typewriting and stenography, three hundred dollars (\$300). When one recurs to the fact that the effect of this study on the brain and nerves is always fatiguing and often injurious,

that it is never perfectly acquired in a less space of time than *two years*, and that even when all this is accomplished, you only gain an *imperfect* art at a great price, it is matter of wonder how one can pass by the phonograph to choose stenography.

A Memorial Hall.

That most charming elocutionist and comedienne, Miss Jennie O'Neill Potter, consented to record in enduring characters her now famous rendering of the descriptive and eloquent production called "How Salvator Won" into the phonograph. Her performance took place at the Edison Building recently.

Thus the cylinders of the phonograph become the repository and guardians of the voices of the great. We say of past greatness, "It is imperishable, because books are the custodians of its noble thoughts and thrilling eloquence." We can now say the phonograph is the medium not only for retaining thoughts, but the voices of those conceiving them. What a priceless heritage does the nineteenth century hold, in the gift of such an instrumentality!

Think of a whole apartment, dedicated to the preservation of the voices and the literary, scientific or musical productions of all the great spirits now living. It would be a Walhalla, a memorial hall, with cabinets around its walls, not for books, but voices. Albums for the same purpose, could be obtained, and come within the reach of all.

Election of Officers by the Kentucky Phonograph Company.

At a recent meeting of the stockholders of this company the following gentlemen were elected directors for the ensuing year: R. C. Kinkead, L. Leonard, Geo. W. Grant, Geo. W. Seymour, W. H. Simmons, H. Gardner and E. Galatti. The Board of Directors then met and elected R. C. Kinkead, president; L. Leonard, vice-president; Geo. W. Grant, secretary and treasurer, and Geo. Seymour, general manager.

The general manager reported the outlook for the future as very encouraging, and the stockholders expressed themselves as satisfied.

A Page in "The Phonogram" Will Be Reserved for Answers to Inquiries.

We cordially invite those using the phonograph to communicate with this journal on the subject of difficulties encountered in the management of

the machine (if any), should they not be able to procure immediately the services of an inspector or find themselves unable to make headway.

A few lines written to the editor will insure attention to their case, and an answer will be found in the following issue of the magazine.

To companies and all employees who are at a loss in dealing with obstacles or hindrances of an exceptional nature, such as often happen in operating machinery, we will afford ample opportunity for discussion in our columns, because we believe that the only remedy for difficulties is to state and discuss them, in order to allow experience to pour light upon them and thus find correctives.

The Business Phonograph in Texas.

Mr. Thomas Conyngton, general manager of the Texas Phonograph Company, reports that the phonograph, as employed for commercial purposes and in law offices, courts and places of business, where records and writing of every description is carried on, promises well and has gained ground at various points, as letters from that section on another page of THE PHONOGRAM, will show.

The progress made by the phonograph in popular favor in cities and villages where opportunities for engaging in extensive enterprises are lacking, cannot be measured by its advancement in great centers like New York, or in thickly populated States. But the outlook as indicated by these letters shows life and growth, and this state of affairs gives encouragement to those interested in the work.

A New Process of Duplicating Records.

We take pleasure in announcing that Mr. Edison has recently invented a process for the duplication of phonograph records, a secret known only to himself, whereby musical and all other records can be multiplied to any extent and equal the original in tone and quality.

An arrangement has been effected with Mr. Edison by which the North American Phonograph Co. has acquired exclusive control of these records, which are manufactured at Orange, N. J.

The North American Phonograph Co. have spared neither labor nor expense to obtain these *Master Records*, and have negotiated with all the best musical artists and musical organizations of the country, and many famous orators, lecturers, dramatic celebrities, etc., to furnish examples of their special powers and gifts. These will be

duplicated in unlimited quantity and sold to the public through the authorized agents of this company. See their advertisement on front page.

A Profitable Business in the Manufacture of Storage Batteries. A Place for the Reynier Accumulator.

Madame Reynier, widow of the celebrated electrician, Mr. Emile Reynier, of Paris, has forwarded, to the address of THE PHONOGRAM, a model specimen of the elastic accumulator invented by her husband. This has been done at the personal request of the editor and as a matter of courtesy on the part of the widow of the distinguished inventor, who naturally desires that the labors and success of which this instrument is the witness and proof should be known and appreciated in America.

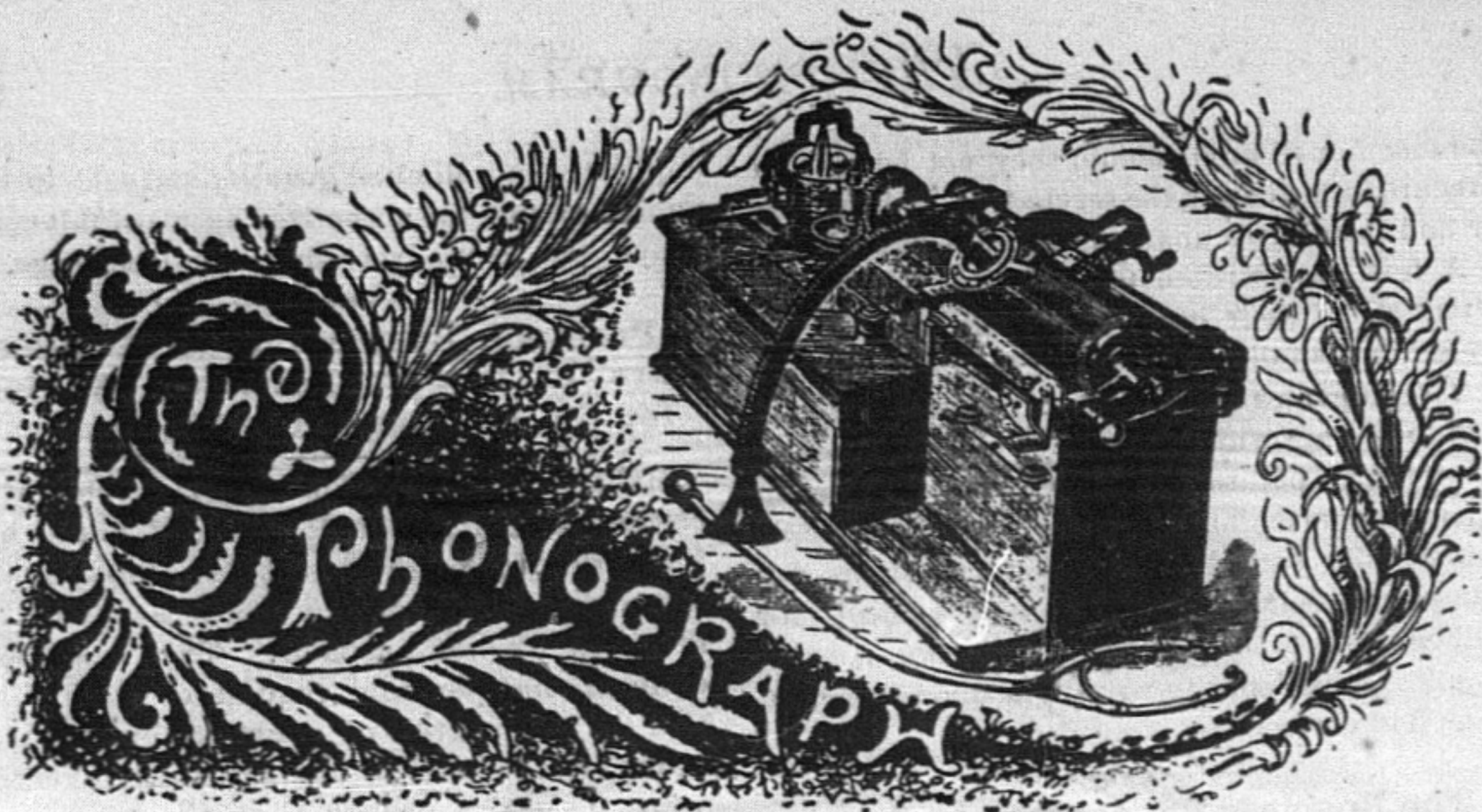
We published last October, a short sketch of the machine, promising to make it fuller. Accordingly, in the March issue, cuts of this battery and a full description were given. Our readers will please note that it is not the accumulator itself which is to be disposed of in this country, but the PATENT-RIGHT to manufacture same, and this can be purchased at an exceedingly moderate figure.

The question of "Storage Batteries in Central Station Works" is placed prominently before the public in *The Electrical Engineer*, by a distinguished electrician and writer, who recently inspected the works at Paris. The most characteristic feature of the cells in the Paris manufactory is the size of the individual plates, which the writer, Mr. Currie, tells us he saw; and in all the electric light stations in Paris the plates weigh about twenty kilos (44 pounds), the cell containing fifteen to twenty-five of these plates. This would make total weight of plates per cell half a ton; and last November they had begun to make them as heavy as a ton.

But there is another feature in Paris which might be adopted in this country to great advantage.

We prophesy that a company prepared to furnish and maintain storage batteries, and to guarantee their performance at a fixed annual charge, will find a large business awaiting them in America.

And we likewise call attention to the Reynier Accumulator in this connection, as being just the apparatus needed in so many cases where other batteries have failed.



THE AUTOMATIC MACHINE IN OHIO.

JAMES L. ANDEM.

THIS month we reproduce from a photograph of the automatic cabinet used by the Ohio Phonograph Co. in their Arcade parlors at Cincinnati and Cleveland, and also throughout their territory generally. Owing to the remarkable success which the Ohio Phonograph Co. have achieved in the placing of their automatic cabinets and phonographs we have thought it worth while to obtain a few facts in regard to the matter as an item of news to other companies who are pursuing the same line of business, or who intend to develop that branch of it.

It will be observed that this cabinet differs from all others used by local companies in the fact that, instead of the body extending to the ground, it is mounted on carved legs, thus raising the body of the cabinet from the floor, where it is likely to be injured by parties scraping their feet against it, and also being injured when the floor is being cleaned. These cabinets are made of oak, and the later patterns have considerably more carving upon them than the one in the cut, be-

sides having brass claw-feet instead of the plain brass ones as shown in this illustration.

Much attention is given to the manner of announcing the selection on the phonograph by leaving a large space for the announcement card and by having such announcement printed handsomely in script type occupying as much space as possible. Attached to the side of each machine is a napkin and holder to enable parties to cleanse the hearing tubes before listening, in case they desire to do so. These are changed frequently and are always neat and clean.

It has been found that the size of the hearing tube is quite important, and that the sound can be greatly increased by having tubing of good size and of sufficient strength to prevent the bending of the tube while being used, which cuts off the sound of the record.

The Ohio Phonograph Co. have adopted this class of cabinet exclusively, and have supplied several of the local companies with the same cabinets and automatics, even companies who are generally using another style of machine preferring to have

a few of these handsome cabinets to put in their choice places, such as their leading hotels and other places of public resort. Companies have found that the attractiveness of the cabinet itself draw the attention of parties to it, and in this way increases the revenue considerably over that received from the ordinary, plain style of cabinet. The automatic attachment is one which is thoroughly reliable in every respect, and the Ohio Phonograph Company has developed, after a long and persistent study of the question and much experiment, an automatic cabinet and phonograph on which a record may be placed one morning with the confident assurance that the inspector the next morning will find it in perfect adjustment and condition, and giving satisfactory results for a nickel dropped in the slot.

We feel quite sure that any company pursuing the policy adopted by the Ohio Phonograph Company in this branch of the business may count upon having an equally successful result, in point of revenue, from this source.

We are informed that single cabinets, ready fitted with automatic, safe, etc.,

and needing only phonograph and battery to put them in working, money-earning condition, can be supplied without delay by the Ohio Company,



Ohio Model.

from their large stock of completed machines.

Keep the brass cylinder always clean.

MAKING THE DEAF HEAR.

A Miracle of Modern Times Performed by Aid of the Phonograph.

It is the thin end of the wedge. If you can get one little sound, one little note of the proper pitch in the deaf ear, it is only a question of time, and not a very long time, when you can open the ear to every sound. If you can get a vibratory force of the required intensity to play into the ear, the sound-conducting mechanism may be set in motion again and the deaf be made to hear.

The means for introducing a steady stream of sound into the ear has been found in the Edison phonograph; and progressive specialists have taken up the invention and are rapidly developing its use in a field of which probably the great inventor never dreamed. Phonograph cylinders are prepared so as to reproduce vibrations of any intensity and in any order of succession required, and, more than that, keep on reproducing them to an extent that might be exceedingly tiresome to the perfect ear, but is as refreshing as the sweetest music to the ear that is just being awakened to the new life.

Said Dr. George H. Leech of Washington D. C.: "The principle of treatment by which the hearing is restored is the massage or mechanical stimulation, and consequent awakening to life of the sound-conducting apparatus of the ear by means of vibratory force conveyed from the cylinder of a phonograph to the parts involved. The phonograph produces this wonderful result by impressing upon the parts involved a series of continuous, successive vibrations or sounds at regular intervals. The character, frequency and intensity of the vibrations are regulated and controlled according to the exigencies of the case under treatment. For instance, in a certain case the sounds may consist of a series of intensified shocks, so to speak, reg-

ulated so as to rouse into action and vitality the ossicles or chain of bones of the middle ear that have become ankylosed or immovable, be the cause what it may. In other cases the vibrations may be regulated with greater frequency and less intensity, and thus restore the function of the involved auditory nerve and internal ear."

Many cases of marked improvement are now noticed. Prominent among them is that of Mr. J. W. Somers, a well-known citizen of Washington, who has been deaf for years, and has tried in vain every other known method of treatment.

The Columbia Phonograph Co., of Washington, D. C. have for sale cylinders especially prepared for this purpose.

Changes in the Management of the Florida Phonograph Company.

Mr. F. Wohlgemuth, manager of the Georgia Phonograph Company, has recently been also appointed to take charge of the Florida Phonograph Company, Jacksonville, Fla., Mr. L. R. Bigelow, the former superintendent, having resigned.

We have no doubt under the management of Mr. Wohlgemuth affairs will assume a lively pace. He says:

"The Georgia Company has now arrived at that satisfactory state of having a surplus over expenses each month, and confidently looks forward to a prosperous career. The receipts from its slot machines are steadily maintained, the result of close inspection and care, and it has a long list of subscribers for business machines, many of whom are entering on their *fourth year*.

"The Florida Company, although not in such a happy condition, having received a severe check to its prosperity by losing all its property in a disastrous fire that occurred August last, has not lost heart, but intends to hold its own and push forward steadily to renewed success."

THE COMMERCIAL PHONOGRAPH.

AUGUST N. SAMPSON.

The phonograph as a commercial necessity is at last apparently attracting the attention of many merchants and others who have correspondence, and yet we wonder why it is that it does not appeal to all classes of people. In its present advanced stage of construction, the simplicity with which

wonderful machine. If the old adage that "time is money," be true, then the saving of time is, necessarily, the saving of money. You have a large lot of letters to answer, for instance; you arrive at your office in good season, perhaps a little in advance of the usual time; un-



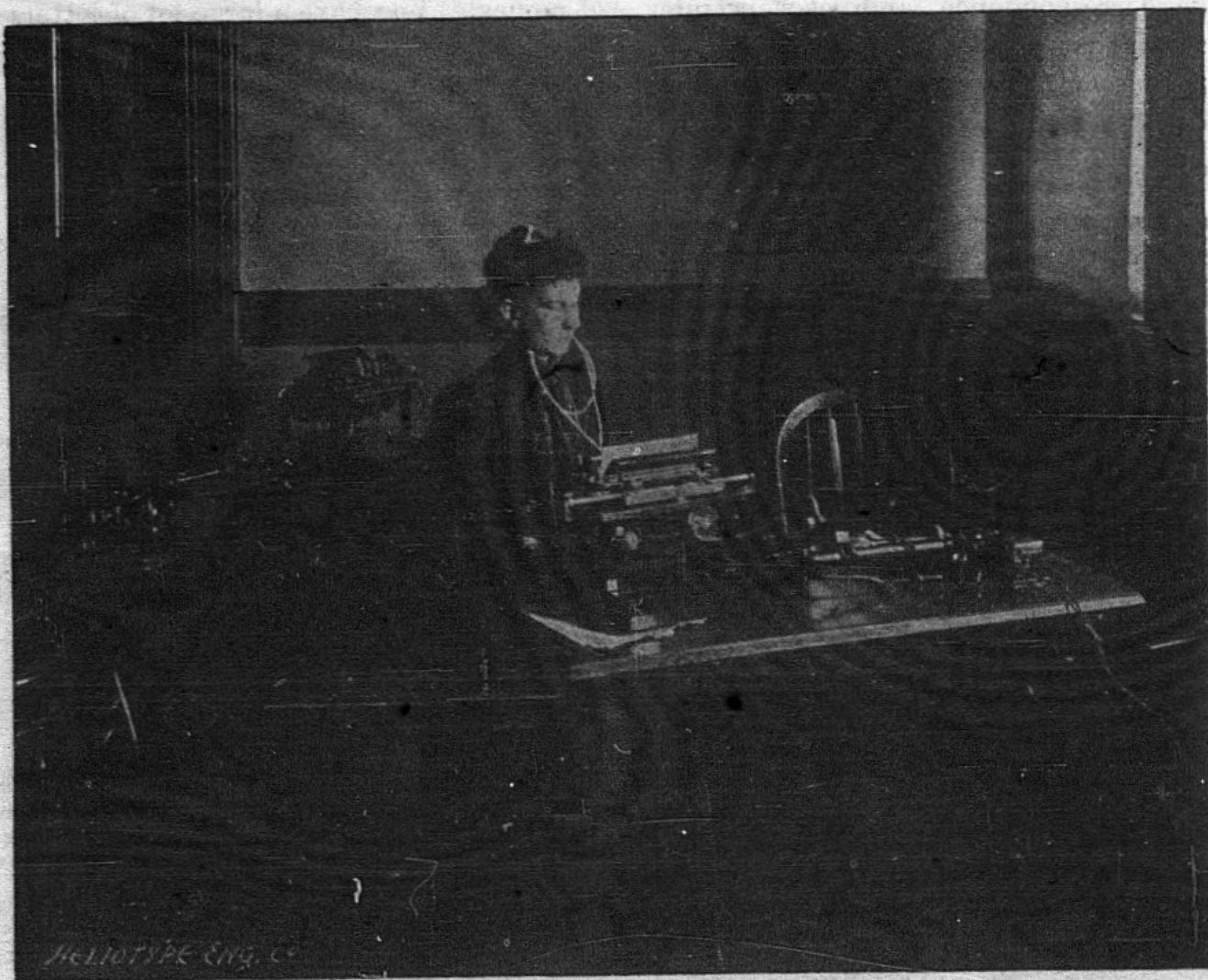
Phonograph Inserted in Desk for Dictation.

it is worked, its absolute correctness of reproduction, and the rapidity with which voluminous correspondence is thrown off by its use are points which can not only be demonstrated, but truthfully attested by many who are now using this most

fortunately, at the very time you want the services of your stenographer she is late. You are at her mercy, and nearly twenty minutes or half hour has elapsed before you and she can get to work. If you had a phonograph at your side or in

your desk, same as shown in cut No. 1, you would have the bulk of your letters answered by dictation to that little time-saver, and the cylinders placed on the typewriter's desk, ready for transcription whenever she came, and such letters as you desired gotten off first could be designated on the cylinders by simply put-

be answered at sight; therefore when the phonograph is in the desk (as shown in cut No. 2) the answer can be dictated to the cylinder at once and, of course, be an immense saving of time in this direction. The writer was lately in the office of a gentleman in New York City, who employed a stenographer and typewriter and



Transcribing from the Phonograph.

ting a little slip of paper in such cylinders, notifying her of this fact.

You are then at perfect liberty to attend to other important matters, either outside of your office or inside, and with your mind entirely free from the thought that you had left any of your correspondence unanswered.

We take it for granted that in a large number of business houses, where the correspondence is almost wholly done by one person, two-thirds of the letters can

had the opportunity of listening to this gentleman giving dictation. We came to the conclusion that if he had employed an expert typewriter it would have been better to dictate to the typewriter—he would really have saved valuable time; instead, however, he wasted much time while she made her stenographic marks.

He could have talked at least five such letters in the phonograph while giving this so-called stenographer one.

It is a well-known fact, also, that type-

writers who write from dictation are the most expert in the country. In all trials of typewriting speed you will find that those who compete and do the largest amount of work are those who have been in the habit of typewriting from dictation. It is often asked how many words can be placed upon one of these cylinders at a time. That, of course, depends entirely upon the rapidity with which a person dictates. Some people are rapid in speech, others hesitate more or less and do not get over the ground so quickly, but we believe we put it at a very low average when we say five hundred words can be talked to the cylinder by the most moderate dictator.

The cylinder is capable of being shaved at least thirty times before it is used up. We anticipate at some future time to give fuller details in relation to this wonderful instrument.

—◆—
Mr. Francis Darwin, author of "The Life and Correspondence of Chas. Darwin," has recently been nominated a member of the Athenæum Club.

—◆—
Always use phonograph oil.

Hofmann's Phonograph.

The renowned youthful pianist, Josef Hofmann, who visited this country some years since, resides at present in Berlin, where he continues his musical studies under the direction of Professor Oban for composition, and M. Moritz Moszkowski, for the piano. I heard him play a few weeks ago and thought that Rubenstein's prophecy, "This boy will be a second Mozart," might be said to be already realized.

In a corner of Hofmann's music room



The Old Fashioned Way of Corresponding.

stands the beautiful phonograph specially constructed for him by the order of Edison, with whom he was a great favorite. It bears the inscription, "To the genius Hofmann." Into this phonograph many of the giants of the modern musical world have sung and played, for among the numerous great artists who visit Berlin, there are few who do not visit the home of Mr. Hofmann and his celebrated son. The brothers De Reszke have poured their melody into it, Madame Sembrich has warbled her waltz song into its tubes, and the famous Paderewski has added his wonderful and tuneful compositions.

I was present at a musical soiree at Mr. Hofmann's house in Potsdamer Strasse, and found that Josef's phonograph was the chief feature of the entertainment. Mr. Edison's contribution of fifty tubes, into many of which orchestral arrangements and vocal and instrumental solos had been introduced, afforded much pleasure to the audience. The repetition of the applause of a great concourse of people was also very amusing, following as it did, the musical programme.

My host requested me to contribute to the list of records, which I did, singing two of Schumann's "Dichter-Liebe" into it. The sensation produced by hearing one's own voice from a phonograph can hardly be called an agreeable one, when experienced for the first time. Young Hofmann speaks English, French, and German, besides his native tongue, Polish. He experiments largely with electricity, and has gone so far as to light his father's house with it, though the illumination he has produced is not so brilliant but what the supplementary aid of gas is required. —E. H., *Musical Herald*, London.

Something to be Remembered.

The use of the phonograph and the graphophone as a substitute for the stenographer results in many economies, a prom-

inent feature being the saving of so much of the time of the stenographic clerk as was occupied, under the old system, in taking dictation. A busy shorthand writer spends from one-quarter to one-third of all his time in note-taking. He and the employer are both so engaged. If the phonograph or graphophone are used, the *notes take themselves*; that is to say, the dictator does both the talking and the making of the record, while the stenographer may be employed in transcribing, or in some other useful way. Every busy man, who appreciates the value of time, will find this an unanswerable argument in favor of adopting talking machines.

As Heard by the Pupils of "Mount du Chantail."

On the afternoon of the 15th inst. we had the unusual pleasure of hearing a phonograph. We assembled in the Music Hall and stood unceremoniously around to hear the goblin like strains that issued from that mysterious funnel. It was difficult to realize that the songs did not proceed from the throat of some little elf concealed within. Only two songs did Mr. Phonograph have on his repertoire that day; but they were repeated for every new comer until we almost knew them ourselves.

"The Cobbler" was the favorite, and we were assured, over and over again, that (unlike the Culprit Fay) "he never breathed a prayer, for he lived so far from Paradise in the gloom of Paradise square." This was pathetic, but the selection which alternated with it, "The Turkey in the Straw," made us laugh in spite of ourselves, and every time the darkey laughed he seemed more fiendish than before.

Besides these, we heard the "Marine Band" sound its martial airs in elfin clangs, a stringed band play the waltz from Faust, and other airs; and cornet and clarionette solos, which were very spir-

ited. We lingered till we saw the singers, the brass and stringed bands, the cornets, and all, rolled up in raw cotton and stowed away, and then withdrew to ponder over the character of Mr. Edison's mind, which could evolve a machine so wonderful.

Read What the Leading Business Man of Washington, D. C., Says of the Phonograph.

THE WASHINGTON LOAN AND TRUST CO.,
Capital \$1,000,000, Cor. Ninth and F
Street, N. W.

WASHINGTON, D. C., May 11, 1892.
COLUMBIA PHONOGRAPH CO., 627 E
Street, N. W., City.

Gentlemen:—You can refer to me as to the usefulness and desirability of the phonograph. *It is a great time-saver*. It also permits a man to be by himself while he is thinking. Many who, when surrounded by others, are not rapid of thought, are able to avail themselves of dictation by means of the phonograph, which is always at their service. WITH THE PHONOGRAPH I DO HALF A DAY'S WORK IN HALF AN HOUR.

Thanking you for the good you are doing in introducing this most useful time-saver, I remain,

Very truly yours,

B. H. WARNER,
President.

[NOTE.—Mr. Warner has used two phonographs for some months. *Ed.*]

THE PHONOGRAM for March devotes three columns to an article designed to convince stenographers that the phonograph is not a supplanter. THE PHONOGRAM is wasting ammunition. Stenographers are well aware that they have nothing to fear from the phonograph.—L.

We clip the above from the April number of *Perrin's Monthly Stenographer*, published in Detroit, Mich., and would reply that the "ammunition" is furnished so profusely that we can afford to "waste" a little, and send one round of solid shot, furnished by Mr. E. V. Murphy, the emi-

nent Senate reporter, which is published on this page. We have plenty more in reserve.

The Phonograph in the United States Senate.

The Phonographic Magazine publishes in its April number a biographical sketch and photograph of Mr. Edward V. Murphy, the eminent Senate reporter, in which appears the following, of special interest to our readers:

"It was during that session that the Senate reporters performed what was regarded by the metropolitan press as one of the greatest feats of verbatim parliamentary reporting ever accomplished. This consisted of reporting, dictating and carefully revising after the matter was typewritten, the proceedings of a continuous session of fourteen hours of rapid excited debate, all of which, with the exception of one speech which was held for revision by the Senator who delivered it, was published in the *Record* early the following morning. This was a severe strain upon the reporters and their faithful assistants, and could not have been accomplished without the aid of the phonograph, which for the past two years has been used most successfully in getting out the Senate debates.

"The reporters of the Senate, partaking somewhat of the character of the Senate, have always been somewhat conservative and not disposed to make changes; but when once convinced of the utility of new aids for their business they have enthusiastically adopted them; and so to-day their office with its equipment of electric lights, phonographs and typewriters, presents as interesting a sight, and as vivid a scene of activity as might be seen in the laboratory of Edison himself."

[NOTE.—Since this article was published two phonographs have been added to the number already in use by the Senate reporters of debates.]

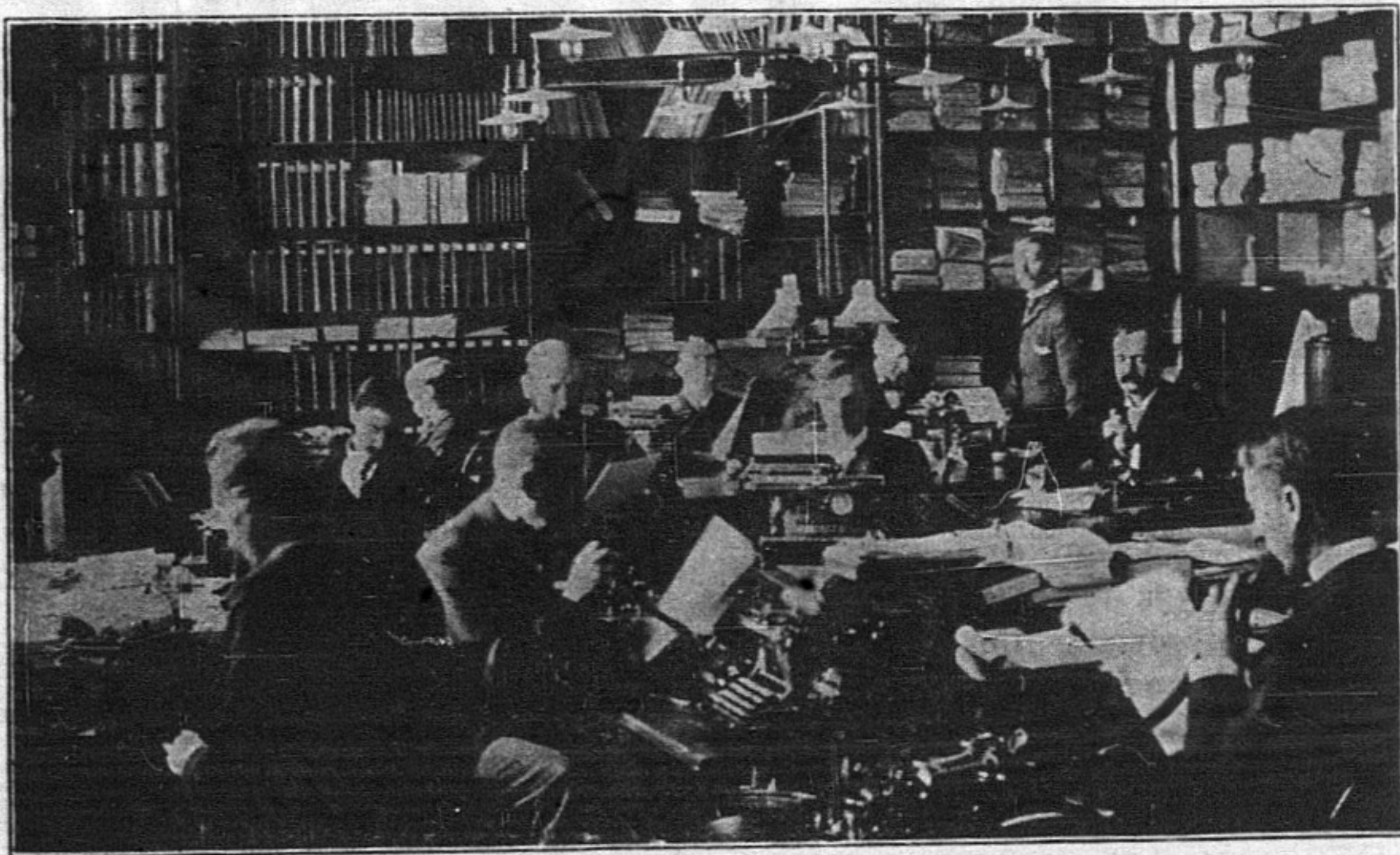
The Phonograph Appreciated.

We are glad to present to the readers of *THE PHONOGRAM* the accompanying cut, showing the room of the Senate reporters of debates in the Capitol at Washington. The corps consists of Messrs. D. F. Murphy, E. V. Murphy, Theodore F. Shuey, Henry J. Gensler, D. B. Lloyd and A. Johns. These gentlemen, who stand at the head of the shorthand profession, have used talking machines for three

reads his notes into the phonograph, he is never stopped by questions, never asked to repeat a sentence, and has always the assurance that every word which is enunciated will be faithfully reproduced.

"It would be impossible for the most expert stenographer to produce a faithful report at the high rate of speed at which matter is frequently spoken into the phonograph.

"I think it is perfectly safe to say that by the use of the phonograph at least



Headquarters Senate Reporters of Debates in the Capitol, at Washington, D. C.

sessions of Congress. Their appreciation of the value of the phonograph cannot be better shown than in the words of the chief of the corps, Mr. D. F. Murphy, who is admitted to be the most experienced and skillful stenographer in the world. He says :

"Dictation to the phonograph requires less effort, and is altogether more easy and satisfactory, than dictation to the shorthand amanuensis. No matter how high the rate of speed at which the reporter

twice as much copy can be turned out in a given time, and in better shape than by the use of the most skillful shorthand amanuensis. So indispensable has the phonograph become to the business of my office, that the wonder of myself and associates now is how we were able heretofore to get along without it."

A very simple little publication may strike a popular chord and have a wonderful run.

Brains Always at a Premium.

The shorthand amanuenses who foolishly antagonize the phonograph because they know it will displace shorthand lose sight of the fact that brains will always command a premium, although the way of using those brains may be changed. If they can better serve the interests of their employers by using the phonograph than by writing shorthand they will necessarily fare better financially. It is the business rule to pay in proportion to the services rendered; and as the clerk who transcribes from the phonograph can render more and better service than the shorthand clerk he will command more pay.

New Improvements.

Mr. Edison is continually adding to the list of improvements and inventions already effected. As we mentioned in the last issue of THE PHONOGRAM, a sensitive diaphragm has been supplied which receives impressions more perfectly and enunciates them more distinctly.

Another improvement in the phonograph is the water motor, which can be used by attaching the motor to a city water-pressure of about twenty-five or thirty pounds, and it only uses one gallon in two minutes. Another new arrangement for the phonograph is to run it by a belt in the daytime, when steam is on in a factory, and at night by a storage battery, when there is no steam power to be obtained.

Electric Clock.

The now tractable agency of electricity has been called into operation for the purpose of rousing sleepers from their matutinal naps when necessary. This clock has a dial representing a human face. A phonograph calls the hours, and the apparatus being so arranged as to give the alarm at any required minute, the phonograph

shouts "Time to get up," repeating this several times, as has always been found necessary with other alarm-clocks.

We have not yet learned that the old-fashioned stringent measures—in plain English, a flogging—formerly requisite to carry out this discipline, were necessary since the clock came into use.

The Telautograph.

Prof. Elisha Gray, who was recently in the city, came to meet persons who are interested in putting the telautograph on the market. The company will capitalize at \$15,000,000 and will retain control of all machines used under the seven patents taken out by Prof. Gray to cover the invention. Patents covering the same ground have been taken out in twenty countries.

Prof. Gray says it required five years of thought and experiment to construct this apparatus, which he regards as a greater invention than the telephone. This machine will send over a circuit and reproduce in fac-simile outline or stippled pictures, such as can be made with a pen or stylus, written messages or pen symbols of any kind that he may be asked to transmit, and will cap the climax by making the invention play a game of checkers over an extended circuit, to illustrate the complete control the operator has over the two instruments that perform these astonishing tasks.

The American Association of the editors of journals has recently decided to award a gold medal (containing at least 250 francs' worth of pure gold) to the inventor of a process by which the presswork of newspapers may be more rapidly and economically performed.

Never start the phonograph with the knife resting on the cylinder.

The Phonograph Increases Your Earning Power.

A leading Washington stenographer, who employs several shorthand assistants, found, during his early experiences, it was very difficult to get these assistants to use the phonograph; that they opposed it strenuously and were constantly calling for dictation in shorthand because they wanted "practice." These assistants were at that time paid a salary.

During the last few months a rearrangement of the office was made and the assistants compensated at folio rates. Being now paid for what they actually accomplish, they have completely changed base, want to work from talking machines only, and even where their employer proposes to dictate to them in shorthand, they object and ask him if he wouldn't just as soon put it on cylinders.

Stenographers who receive pay in proportion to their output of work will welcome with great cordiality the advent of the phonograph as a substitute for the imperfect and difficult though interesting art of shorthand.

That Microphone Patent.

Much discussion has been carried on concerning the Berliner microphone patent, but it has been brought to a close by the decision of May 3d, that the patent had finally been issued to Edison.

An application was originally filed as long ago as June 20, 1877, and although we have no definite information on the subject, we conclude that in the course of that long period of time, and under the pressure of skilled effort to elicit truth, a fair opinion has been reached by those authorities into whose hands the matter was committed.

Never set the knife when the cylinder is revolving.

The Close of the Edison Incandescent Suit.

After seven years of legal proceedings by the Edison Electric Light Co. against the United States Electric Light Co., in the suit brought as to the right in the incandescent lamp litigation, the end of the contest has approached.

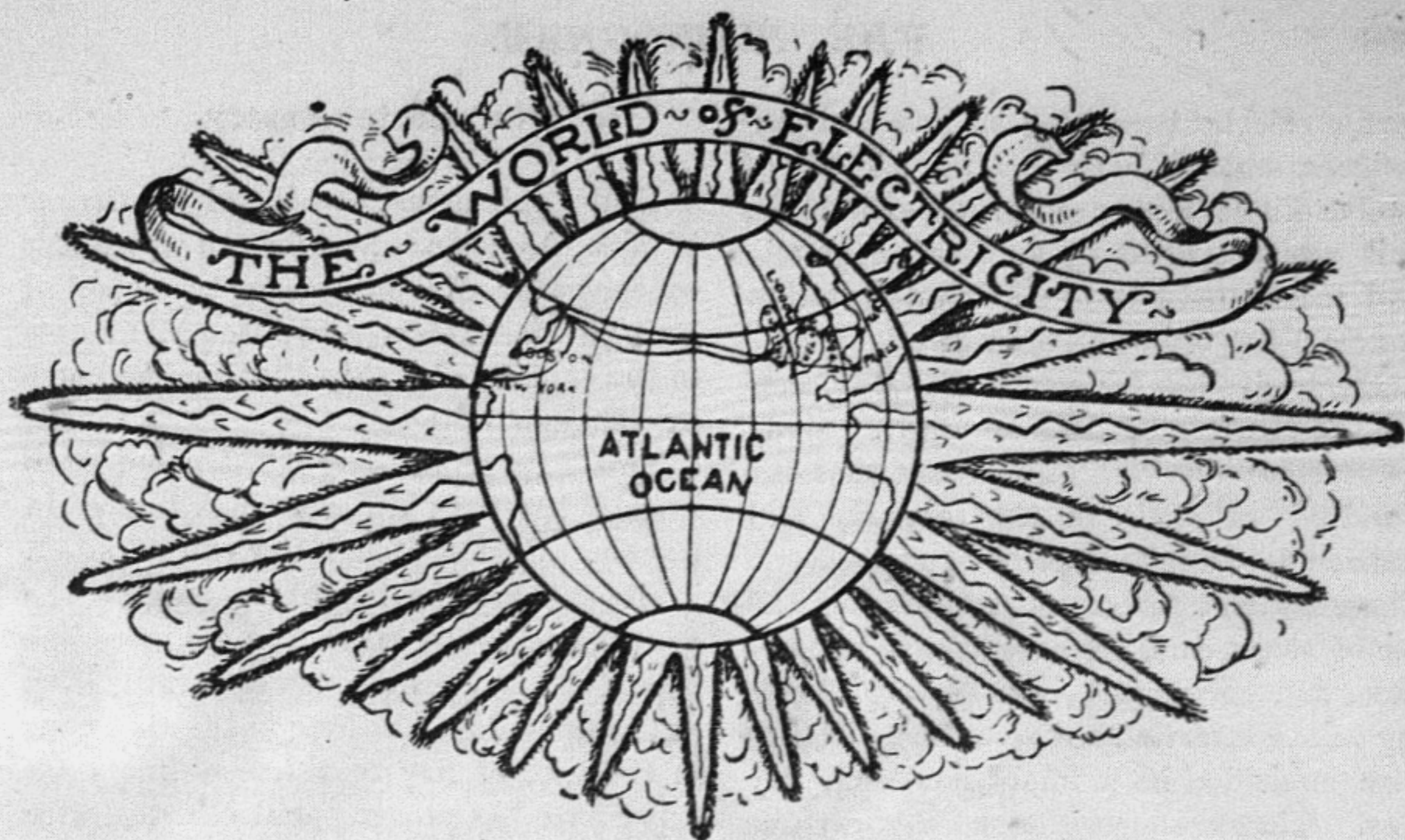
The case was in the Circuit Court in favor of the Edison Company, whereupon it was carried by the United States Company to the Court of Appeals, which has final jurisdiction in all patent cases.

This case has now gone to Justices Lacombe and Shipman for final decision. The contention is that Edison invented the art of incandescent electric lighting, and that the high-resistance carbon lamp, the most essential instrumentality of the art, is covered by the patent sued upon.

The opposing party contends that the particular patent sued on does not describe or cover the invention in controversy, and that the complainant delayed so long to commence suit, that the defendant had invested large amounts of money in the business, and therefore the complainant should be required by the court to permit the defendant to continue the manufacture of lamps upon the payment of a reasonable royalty.

TO REPRODUCE.

Raise diaphragm arm and bring it back to point of beginning,—throw it way back and with the brush remove the small particles which have collected during the recording,—lower diaphragm arm, same as in recording, except the T-shaped lever on the right of diaphragm must be pushed UP and rest against the adjustment screw,—place hearing tube in position, adjust earpieces and listen. If the reproduction is not perfectly clear and distinct, throw the reproducer into "track" by turning the adjustment screw on the right of the diaphragm arm, either to the right or left, as the case may be.



ONE OF THE MOST ENGROSSING TOPICS OF THE DAY.

BEYOND doubt there is no one subject of thought and conversation in halls of learning, in marts of commerce, in great centers of all kinds of industries—where “men do most congregate”—that more strongly enlists the attention of the multitude than Electricity.

This Protean force is to other powers what the Himalaya Mountains are to other mountains, the Amazon to other rivers. Unlike steam, it possesses a variety of properties which qualify it to supply wants the most diverse, and play roles the most incongruous. A feeble electric current directed to certain portions of the human body is curative, a powerful one destroys life. A tiny spark of this force may be inclosed in a glass bulb and worn as an ornament to simulate the flash of a jewel; a search-light projector will throw beams powerful enough to illuminate the ocean on the darkest night, and to an immense distance; a natural current has been known to enter a house and run around a sofa on which rows of brass tacks

were inserted, drawing them all neatly out.

Mr. Alexander Graham Bell, in his experiments with the photophone, found that an invisible beam of light easily passed through a sheet of hard rubber. Mr. Nikola Tesla finds that insulation is a relative term. It would seem as if the electrician will soon be able to choose the special vibration suited to traverse any medium whatever, gaseous, liquid or solid; that he will encounter no obstacle which he cannot render, as it were, transparent.

One of the most interesting inventions of recent manufacture is “The Electric Road Carriage,” manufactured in Boston.

The storage batteries that impel it are under the seat, out of sight, and it is set in motion by the pressure of a button. It looks very much like an ordinary road wagon, only there are no thills nor horses in front.

The same principle is being applied by this company to tricycles—one can easily see that the possibilities in this direction are boundless.

The electric boat is another advance in the application of electricity. At Frank-

fort, a steel boat carrying one hundred passengers, and capable of making a speed of twelve kilometers an hour, was exhibited; this was propelled by an electric motor, and it is stated one of similar description is now being built at Toronto.

Electricity has for some years past been used to create and dispense heat. Many persons are unaware of the fact that one hundred railroads in this country and Canada are supplied with electric heaters. These heaters, when constructed for the use of street cars, are in outward appearance, flat, corrugated iron castings, holding in the intervening space the resistance wire imbedded in a finely powdered dry clay. They are placed out of the way under the seats, and possess the great advantage of being easily adjusted to afford exactly the amount of heat desired. At the Plankinton House, Milwaukee, there is a heating system by which heat may be distributed immediately throughout the hotel. A guest observed a contrivance resembling an annunciator board, such as one sees ordinarily in hotels; it was a switch board, and when a room was ordered, the clerk simply turned the switch corresponding to the location of the room on the board, and by the time the guest reached the room, it was heated.

Electro-Optic Telegraphy.

Mr. C. G. Kelway exhibits at the present time, in London, a sort of optic telegraphy operating by electricity, and consisting of lamps representing each a letter or a cypher agreed upon, and lighted or extinguished by the aid of a special arrangement. *Review Scientifique* says the inventor believes that this apparatus will render great service at sea, particularly in enabling ships to correspond with each other and with the coast.

The idea is not new; it came with the incandescent lamp.

Submarine Sentry.

Under this name, the *Universal Review of New Inventions* describes an apparatus conceived by Mr. James, for the object of giving instantaneous and automatic notice to the captain of a ship that he has come into shallow water.

This apparatus is so constructed as to sustain itself in water as a kite does in the air. Just as this latter can maintain itself at the same height as long as the wind remains the same and no more line is paid out, so does the new apparatus keep at the same depth as long as the ship runs at the rate of five to thirteen knots—as experience has proven—and the steel wire that holds it is of the same length. This metallic wire is rolled around a resonant drum, and its tension when the apparatus is in the water is sufficient to produce a series of continual humming vibrations on the resonator, a noise that ceases when the instrument comes to the surface.

When the apparatus, which is simply constructed of two wooden plates or bits of board put together like a roof, and provided at their extremity with a crank joined in lever fashion, comes to touch bottom, the lever unlatches itself, causing a bell or any other signal of alarm to act automatically.

The officer on duty at that point is instantaneously informed of the diminution of depth, which causes him at once to take the necessary precautions for the safety of his vessel.

This apparatus, which has already rendered important services, if we are to believe the *Revista General de Marina de Madrid*, will be particularly useful in foggy weather and on board ships that are not provided with the Thompson sounder.

Do not leave the cylinder on the instrument over night.

Origin of Beer.

The *Revue Scientifique* furnishes a long account of the origin of beer, and many details as to its manufacture in different countries and epochs. Two thousand years before the present era beer was known to the Egyptians, and it is said that the Bible contains mention of it; still the Greeks and Romans, though having a knowledge of it, scorned it, and left the barbarians of the North to make use of it. About the year 1200 Jean Primus, king of Flanders and Brabant, taught his subjects to brew it, and from him proceeds the name Gambrinus, as patron of this beverage. At first it was called Cerveise, from Ceres, the patroness of agriculture, and contained no hops. The hop plant originated in Russia. Nearly all European nations have manufactured it, and a great variety of processes have been invented in different countries to effect this purpose. Among others, a machine for making ice was invented to aid in this process by Mr. Carré, a Frenchman, in 1859, and the brewer, Mr. Velten, used it. The ammonia ice-machine, so much used in Germany, is of French origin.

The Thomson-Houston, Now Known as the General Electric Co.

The work on the 400 horse-power generators which have been in course of construction under the management of this company, has been transferred to the Edison works at Schenectady. The next transfer will probably be the bringing of the arc light work from Schenectady to Lynn, and ultimately removing the incandescent work to Harrison, N. J.

The company is at present constructing a large amount of apparatus for lighting the World's Fair grounds at Chicago. The first contract is for 3,500 arc lamps, and a large number of arc dynamos. It

is stated that these lamps and dynamos will be supplied from the Chicago office of the Thomson-Houston Company, but will be constructed at the Lynn factories.

A hearing has been granted to Mr. George Westinghouse, jr., by Chairman Higginbotham, of the Committee of Ways and Means, and Vice-Chairman W. P. Ketcham, of the Committee on Grounds and Buildings in view of the complaint of Mr. Westinghouse that he was not treated fairly when the Committee on Grounds and Buildings recently let the contract to the Edison General Electric Company for furnishing the 92,000 incandescent electric lights needed at Jackson Park. The bid of the Edison Company was \$5.95 a light. After all the first bids had been rejected, Mr. Westinghouse says he handed in a written proposal for the work at something over \$6 a light, and it is stated he may apply for an injunction against the Exposition Company for awarding the contract as it did. The Electrical Construction Company, which was one of the original bidders, has addressed an open letter to Vice-President Higginbotham on the same subject.

New Typewriter Manufacturing Co.

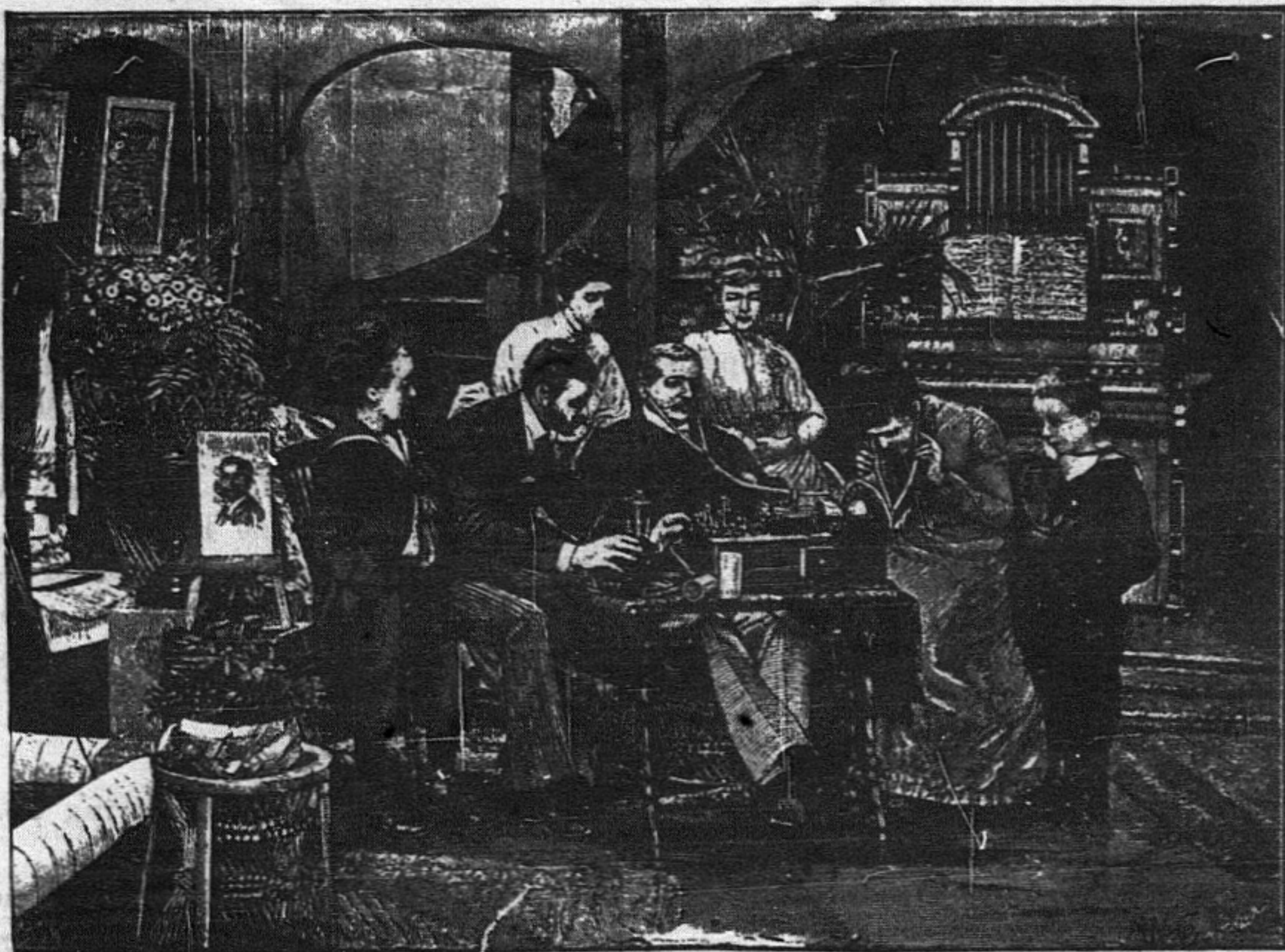
Articles of incorporation were taken out by the Sholes Typewriter Co., of Chicago, to manufacture typewriters. Capital stock, \$300,000; incorporators, Grant, Newell, Arthur B. Camp and Lincoln Fishback.

The secretary of the navy of Spain has determined that in future Spanish vessels shall be armed with Ordenez cannon instead of Krupp cannon. It appears, moreover, that very soon the manufactory established at Trubia (Asturias) for the construction of cannon will acquire sufficient importance to be able to supply promptly all the needs of the navy.

AN ENGLISH HOME IN WHICH THE PHONOGRAPH IS ESTEEMED AN INDISPENSABLE ADJUNCT.

In the accompanying plate is seen a family group clustered around a phonograph, and listening with intense interest

The phonograph is to these what an encyclopedia is to a dictionary, embracing a larger sphere of action, figuratively speak-



The Phonograph for Home Use.

to the communications this little machine bears to them. A musical instrument, evidently in use, appears at the right hand, and growing plants are dispersed about the apartment, indicating the necessity, ever-existent, for objects to divert and vary the daily routine of thought and occupation in every home.

Formerly the sewing machine and the typewriter became centers of attraction; but each of these filled a single function.

The phonograph will on occasion afford to a family, a whole evening's concert; at another time it will furnish a repetition of the latest speech from the United States Congress, or some important Convention; or the sermon and [services at a distant church; again, when the home circle needs enlivening, it will repeat a comedy or burlesque recitation that will excite agreeable or mirthful [sensations and send everybody to sleep in a

pleasant state of mind, or, it will, when a tired child forgets how to learn its linguistic task, rattle off the portion appointed by the teacher with correct pronunciation and save time and mortification at the next school recitation.

It will not only act as private secretary in a family by recording what it is desirable to preserve, but by keeping a lot of blank cylinders for use, a housekeeper can enumerate her daily expenses into the throat of the phonograph, and thus possess a private account book without pen, ink, or paper.

The farmer, the merchant, the doctor, the minister and the lawyer can each employ this machine for the same object. All that remains to be done after recording what you wish to perpetuate in the phonograph, is to take off the cylinders with care and inclose them in a case, box or cabinet, where they are not likely to be disturbed. Of course these records can easily be transcribed on paper with a pen or typewriter, but for persons desiring to make quick, accurate and durable records, there is nothing that takes the place of the phonograph.

These are its capacities in a private household; as to its powers in the arena of business, they are almost boundless.

Directions for Paring.

PREPARED BY THE COLUMBIA PHONOGRAPH CO., OF WASHINGTON, D. C.

1. Bring diaphragm arm to center of cylinder, and see that phonograph is *at rest* and set for transcribing (viz.: front lever down, side lever up).

2. Place left thumb firmly on black iron projection in front.

3. Grasp knife lever in rear with right hand, and lower gently but *firmly as far as possible*.

4. Raise front lever and slide diaphragm arm clear to left until paring knife is off cylinder

5. Lower front lever.

6. Start power, hold up diaphragm weight with fore-finger of left hand, and when chip-trough is wholly on wax, let go diaphragm weight.

7. When paring knife is clear across cylinder, raise diaphragm *arm* as far back as possible, thus disengaging knife. Then brush cylinder.

8. When paring in quantities release governor belt, thereby getting increased power direct from motor.

Asperities and Amenities; or, Phonographs and Phonographers.

The phonograph is a "jim dandy" on bitter and blasphemous dictation. Human nature controls the acts of men as well as their likes and dislikes. It's human nature to talk emphatically and punctuate the remarks with words of double meaning when a man gets mad. Now, it would be beastly in a man, made furious by the sarcastic letter of some other business man, to storm around and swear at the demure little typewriter who tremblingly makes notes of every word that falls from her employer's lips. With a phonograph it is different. You can talk to the machine and say anything you want to; you can say it mildly or emphatically; you can swear like a trooper or use the most choice language at your command. And then, oh bliss! you can start it up and sit back and hear the way you have gone for that fellow. "I tell you," said a Birmingham man who uses a phonograph instead of a stenographer, "you don't realize the satisfaction there is in talking to that machine and then listening to and enjoying what you have said."—*Birmingham (Conn.) Sentinel*.

The New England Phonograph Company has cancelled its contract with Mr. Chas. L. Marshall to continue in charge of its automatic phonograph business this year. This company will look after the business itself as heretofore. A step in the right direction.



ACCURACY OF TOUCH FIRST—THEN SPEED.

CURIOSLY enough the idea that speed should be the first requisite in typewriting is so wide spread, that we consider it of importance at this time, to point out the fallacy of the notion.

We have for many years taught and contended that the rate of speed attained by a typewritist was not alone the criterion of excellency and efficiency—that in fact, it played a *part secondary* to certain other qualifications in an expert's claim to superiority. We state at present, for the benefit of all concerned in the question, that the first and principal object to be reached in acquiring the use of this machine is *accuracy of touch*. In teaching this art we have reiterated the command, "Learn to strike only the letters you need and none other." Few young persons reflect that this is an operation carried on by everyone who has learned to write with a pen; here, the nerves of the brain direct the nerves and muscles of the hand and require the latter to imprint exactly the letters that are necessary, and not allow others to slip in or take their place.

When a pupil has become grounded in

exactness of reproduction, it is then proper to endeavor to write quickly; and meantime, a thorough study of the construction and management of the machine, and particularly a knowledge of the right mode of cleaning and keeping it in order is *essential*.

We had to endure a storm of criticism and opposition when laying down these tenets in our typewriting office, but we never swerved from our original position, and it has been repeatedly declared that those pupils who deserved our recommendation obtained the highest salaries of any in the city.

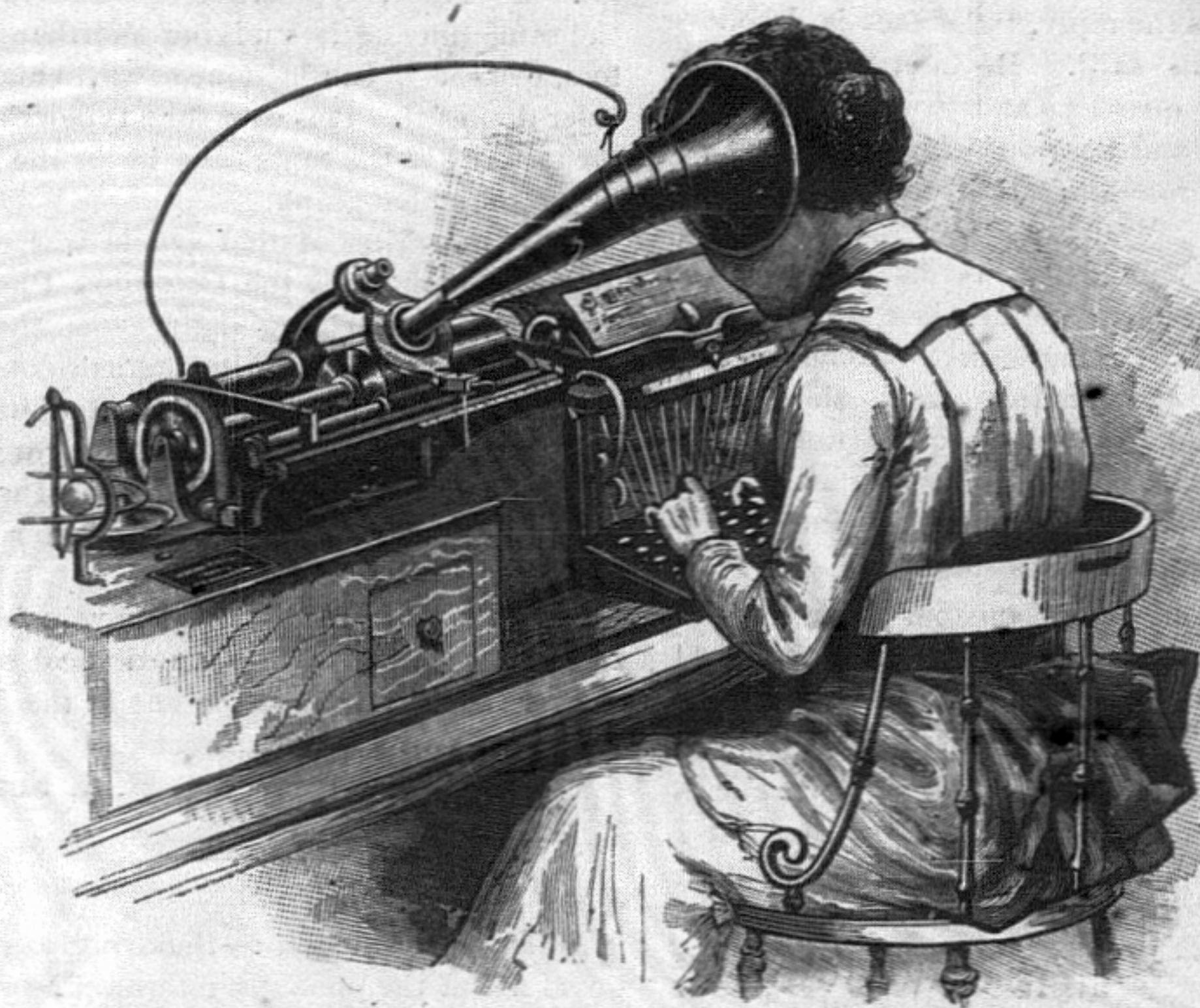
Now a few words as to the relations of the typewriter and phonograph. The former is to the latter what the right hand is to the man; therefore, before a pupil undertakes to learn the use of the phonograph, he must be a thoroughly expert typewritist. It will require about one month to familiarize one's self with the phonograph and the *dual use of the machines*; for this last is a separate art, and contingencies arise in the course of practice which demand the knowledge of such information and training as only skilled operators can supply.

The Phonograph Mastered with Ease.

The typewriter and the phonograph go hand in hand. The phonograph has a direct and emphatic bearing upon the introduction of the typewriter. Formerly for the profitable use of the typewriter a knowledge of shorthand was necessary. The typewriter can be mastered in a comparatively short time. The trouble came in mastering shorthand, a matter of six

Modern Engines of Warfare.

An officer of the Spanish army has recently invented two new mitrailleuses, one of which can be fired eight hundred times a minute, and the other more than two thousand times within the same limit. The first includes four balls, and the second six balls, placed in a parallel manner, on a horizontal platform and secured to a box containing the whole apparatus.



months to two years of labor, even if indifferently successful.

With the typewriter mastered, the student is now equipped ready for business. To learn the use of the phonograph is generally a matter of only a few moments, efficiency, of course, increasing in proportion to practice; but it being possible to do actual and profitable work at once.

Use brush to clean away chips that adhere to the cylinder, and never blow the chips away. Take the brush and pass it slowly along the cylinder from left to right while it is revolving. This will remove the particles that stick to it.

They are light, yet solid, and are not costly, and are easily managed; they are constructed at the foundry of Plasencia.

The same officer has also invented, and is now manufacturing, a repeating rifle that possesses remarkable qualities.

The largest flower known to botanists is said to be that found by Dr. Alexander Schadenberg, growing on Mount Parag, on one of the Philippine Islands. It is called the *bolo* by the natives, is three feet in diameter, weighs twenty-two pounds, and has five oval, creamy-white petals and countless long, violet stamens.

PHONO CHAT.

A prominent Washington business man, who now uses two phonographs, but occasionally dictates also to a stenographer, said to a friend the other day :

"Do you know where I can get a place for my stenographer? I don't like to discharge him; but if I can locate him elsewhere I want to add more phonographs to my office."

"What is the matter with the stenographer?" inquired the friend.

"Well," was the reply, "the fact is, I believe he is losing his skill. He interrupts me frequently to ask questions and to check me from going so fast; and I am out of patience, and yet can't bear to throw him out of employment altogether."

Now the real difficulty in this case was not that the stenographer was any less skillful; but that the principal having been for some months accustomed to the freedom which the phonograph gives, had gradually become unfitted to dictate to a person. He was growing away from the stenographer, while under the impression that the stenographer was at fault.

Busy men who once accustom themselves to the use of talking machines will never be satisfied to return to old and extravagant office methods.

A nonsensical objection sometimes made to the phonograph is this: "Oh, no; I prefer a shorthand writer. If I don't say just what I mean the shorthand writer corrects my dictation and puts it in good grammatical form."

It is the *literary ability* of the clerk and not his knowledge of shorthand that enables him to put in good English the incorrect dictation; and an intelligent transcriber from the phonograph can and does treat ill-expressed dictation in the same way. Here again *brains* and not shorthand are needed.

CORRESPONDENCE.

Washington Notes.

April 26th, 1892.

Editor THE PHONOGRAM,

Dear Sir:—I have noticed in March number of THE PHONOGRAM an article entitled "Easily Controverted."

The writer of the article in the *Universal Writer* is well known to me; and how he, after using the phonograph for some months, and

now using shorthand in his work, could write such an article, is more than I can understand.

I have had constant experience with the phonograph and graphophone for about two years, part of the time as a phonograph inspector, and part as a typewriter operator. I have found it very much easier to write from either machine than to copy from even typewritten matter; and while, personally, I know nothing of shorthand, it is reasonable to suppose that it is harder to copy from shorthand notes than from typewritten matter. Another point is, it must necessarily take an expert typewriter operator to write at the same time he is studying shorthand characters, even if it can be done at all, which I consider doubtful. It is easy for a typewriter operator to write at the same time he or she is listening to the phonograph.

Now, the writer of that article was employed for some months by the Columbia Phonograph Company, transcribing daily from the phonograph, and during that time he had not the least difficulty with the phonograph, and turned out good work from it. He is fourteen years of age, and has studied shorthand for over two years; but obtained nearly all his typewriter practice from the phonograph.

I am a regular reader of your valuable magazine, and am glad there is a periodical which can answer such articles as the one in the *Universal Writer*. Yours truly,

H. A. BUDLONG.

V. H. McRAE.

Editor PHONOGRAM:—Believing any new or novel use of the phonograph would be of interest to you, I thought I would let you know that I have formed classes in whistling, at my residence, No. 808 East Capital street, and use the phonograph as an assistant instructor.

Knowing that I never could have acquired absolute precision in "dropping" from a high to a low note, and *vice versa* (without "sliding" to it), or have readily accomplished other musical movements while wholly dependent upon listening to primary sounds, I decided to give my scholars the benefit of my experience, and find it to work like a charm.

The effect upon a musically delicate ear when hearing vocal sounds as *others* hear them is indeed startling, and the rapid advancement of the scholars, of both sexes who attend the classes regularly, I am free to acknowledge, is due in a great measure to the fact that I insist on their "reciting" their lessons [to] the phonograph for

reproduction—for in this way only is it possible to convince them that what *seems* is not.

My scholars are very enthusiastic, and I hope to soon be able to send you a phonographic record of a whistling octette of male and female voices. Very respectfully,

JNO. YORKE ATLEE.

[NOTE.—Mr. AtLee here no doubt alludes to the fact that few persons recognize their own voices when phonographically reproduced, and do not realize phonetic peculiarities and intonations till a second self-voice is presented.]

FOSTER & FREEMAN, Counselors in Patent Causes, 931 F street. Cable address: Retsof, Washington. Charles E. Foster, Frank L. Freeman.

WASHINGTON, D. C., April 12, 1892.
MESSRS. PRICE & STEWART, Baltimore, Md.
DEAR SIRs.—Within the last six months I rented two phonographs and am using them now just as regularly as I do my typewriter. I find no difficulty whatever in either the dictation or the transcribing from the record on the cylinder. I get as good, if not better copy than I get from dictating to the stenographer, and much more rapid work than I can dictating to the typewriter. I have the machine set right in my desk with the mouthpiece suspended where I can use it at any moment, and it simply requires the turning of the switch and the application of the mouthpiece to my mouth for me to put anything I please upon the record, and it is not too much to say that I would not know how to do without it. I feel clearly confident that if you should put a pair of these machines in your office in the manner in which mine are put in and used, you would soon be convinced that I could not be too warm in my praises of the instrument.
Yours truly, CHAS. E. FOSTER.

Texas Notes.

GENERAL PASSENGER AND TICKET DEPARTMENT,

PALESTINE, TEXAS, April 16, 1892.

THOS. R. CONYNGTON, Esq., General Manager
Texas Phonograph Co., Galveston, Texas.

Dear Sir:—We would like to get the use of another phonograph. The two machines we have are giving perfect satisfaction so far as they go, but we are at times greatly inconvenienced and delayed on account of four of us having to use the machines. We are well pleased with the

work they do, and are confident that, instead of lease being made out for the two machines for the coming year, it will be made for the three, as by that time they will have become an absolute necessity.

Yours truly,

R. E. LEE,

W. V. DAVIS,

Stenographers for Department.

TYLER, TEXAS, April 6, 1892.

GENTLEMEN:—We have used the phonograph in our office for the past twelve months, and find it to be an exceedingly useful machine.

Our letters are all dictated to the phonograph and are taken off directly by the typewriter at such time during the day as the operator of the typewriter finds it most convenient. This method is superior to a stenographer, as it is necessary, where you dictate to a stenographer, that he stop other work and be present. The phonograph takes the letters and repeats them at your leisure.

Very respectfully,

J. H. BROWN & Co., Cotton.

Dictated to and transcribed from the phonograph.

PARIS, TEXAS, April 19, 1892.

GENTLEMEN.—This is to certify that I have successfully used the phonograph in the reporting of cases in court, securing satisfactory and accurate transcripts from the same.

With kind regards, etc., I am

Yours,

HUGH L. EWING

Court Stenographer.

DALLAS, TEXAS, April 15, 1892.

GENTLEMEN:—We have used the phonograph in our office for nearly two years, writing daily from forty to seventy letters, and the little machine has given us perfect satisfaction.

SCARFF & O'CONNOR Co.

W. G. SCARFF, President.

HOUSTON, TEXAS, April 16, 1892.

GENTLEMEN:—The Harris Abstract Company, of this city, in which I am interested, has used five phonographs in abstracting their records, and the machines have given entire satisfaction. For that work they are superior to the best stenographers, both in speed and accuracy. In the latter respect they excel even long-hand. We have abstracted the major por-

tion of the records, but still have in use two phonographs.

Very respectfully,

GEO. H. BREAKER.

TEXAS, April 6, 1892.

V. H. McRAE, *Editor of THE PHONOGRAM*:

Why is it that the companies manufacturing musical records do not advertise them as the Columbia Phonograph Co. does, giving lists, with the name of each piece? We have recently received excellent music from several Eastern companies, and do not doubt but that the sales would be largely increased if proper methods were adopted to inform the people at large, through the medium of your magazine, what their specialties are.

Very respectfully,

THOMAS CONYNGTON.

World's Fair Notes.

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Very respectfully,

GEO. H. BREAKER.

TEXAS, April 6, 1892.

V. H. McRAE, *Editor of THE PHONOGRAM*:

Why is it that the companies manufacturing musical records do not advertise them as the Columbia Phonograph Co. does, giving lists, with the name of each piece? We have recently received excellent music from several Eastern companies, and do not doubt but that the sales would be largely increased if proper methods were adopted to inform the people at large, through the medium of your magazine, what their specialties are.

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to suit all the tastes of the cultivated gourmet, and yet embraces pabulum of a solid character to gratify the needs of those advanced in life. In truth, intelligent persons of every type will find here matter to amuse and interest.

The likeness of Mrs. Gladstone is the best yet presented to the American public; that of her interesting daughter, and the sketch of her labors and personality, admirable—and inestimable as a model to the young in this country, where unobtrusive merit is not always thoroughly appreciated.

The decorations of this journal are in keeping with every other feature—bouquets of rare flowers on a flesh-tinted ground, and cathedral spires rising beyond through a dim, vapory atmosphere.

We have received with the April and May issues of the *Revue Scientifique* several book-lists from noted librarians of Paris, and various publications for juvenile readers most beautifully illustrated, in which the literary matter proved amusing to mature minds.

As to this valuable journal itself, it would be difficult to express the importance of the services it performs to humanity, in gathering from the four quarters of the globe all information concerning nature and her operations and redistribut-

ing it for the benefit of our race; *cela va sans dire*, but at the same time it gives us pleasure to proclaim the fact.

"Fame" could secure no better trumpeter than the famous editor, Artemus Ward, whose name and writings lend success to the present undertaking launched under his banner. May it live long and prosper is the hearty wish of its cotemporary and compatriot, THE PHONOGRAM.

The use of the phonograph in the treatment of deafness is increasing with great rapidity in Washington and Baltimore. The results reached are remarkable; doctors and patients spread the news rapidly, and this unlooked-for field bids fair to become an important feature of the business. The Columbia Phonograph Company receives inquiries daily from all parts of the United States, and is selling to companies as well as to physicians and patients the special cylinders needed for the purpose. These cylinders, four in number, retail for \$15 per set; \$5 for single cylinders. Persons who began by renting phonographs, being in doubt as to the efficacy of the treatment, are now purchasing their machines and give unqualified testimony as to benefits derived.

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Our catalogue contains the most artistic selections, the largest variety, and the latest novelties in popular music of any issued in the United States.

Our Band Records stand without a Peer.

We also keep in stock, a large variety of Vocal and Piano Quartettes, Cornet, Clarinet Piccolo and Trombone Solo Records with Piano Accompaniment, taken with the same care and nicety as our bands.

Every Record thoroughly tested before sending to customer.

Sole Proprietors * * * * *

Of the Celebrated 'CASEY SERIES' and the wonderful Talking Records made by Mr. RUSSELL HUNTING, of the BOSTON THEATRE CO.

Mr. Hunting's Records are all made singly, hence their remarkable excellence. They are unsurpassed for Hall Exhibitions. Remember they can **only** be obtained of this Company, although some other Companies advertise them. Orders filled for any part of the United States, through the local sub-companies and Agencies.

Boston is the acknowledged center of music of the United States, therefore, if you want the best Records, send to us.

NEW ENGLAND PHONOGRAPH CO.

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"IMPROVEMENT IS THE ORDER OF THE DAY."



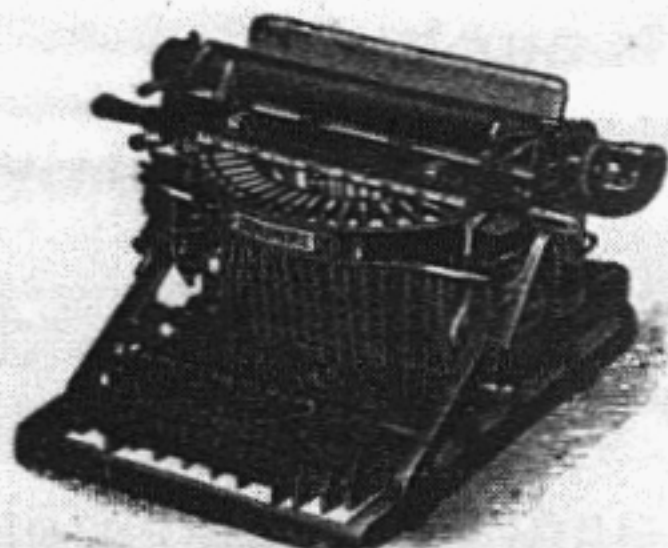
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Branch Factory, Coventry, England.
Mention THE PHONOGRAM.



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THE "DENSMORE" TYPE-WRITERS

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STANDARD KEY-BOARD, with shift carriage for capitals. Call or send for catalogues.

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"A perfect machine. Am delighted with it. A pleasure to run it." CHAS. D. KELLY, Stenographer West Shore, R.R. New York.

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SCHOTTISCHES.

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Anvil Chorus.
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Dixie (as played in the South).
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☛ All of these are very popular, and good for the blues. Try them!

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Put Away dat Straw.
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Rock dat Ship.
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☛ Almost all of the above-named pieces can be had in Second Grade at Reduced Prices. These are very good and clear, and are nearly as good as First Grade.

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We are constantly adding to our List, and we will send out from month to month new and revised Catalogue.

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☛ The above is only a partial list, will send full catalogue, with prices, on application.

ALL ARE CLEAR AND LOUD.

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OWNERS OF THE PATENTS OF THOMAS A. EDISON

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Colorado-Utah	" " Denver, Col.	Colorado.
Chicago Cen'l	" " Chicago, Ill.	Cook County, Ill.
Eastern Penn'a	" " Philadelphia, Penn.	Eastern part of State of Penn'vania.
Florida	" " Jacksonville, Fla.	Florida.
Georgia	" " Atlanta, Ga.	Georgia.
Iowa	" " Sioux City, Iowa	Iowa
Leeds & Co.	Indianapolis, Ind.	Indiana.
Kansas Phonograph Co.	Topeka, Kan.	Kansas and New Mexico.
Kentucky	" " Louisville, Ky.	Kentucky.
Louisiana	" " New Orleans, La.	Louisiana.
Michigan	" " Detroit, Mich.	Michigan.
Missouri	" " St. Louis, Mo.	Missouri, Arkansas, and Indian Ter.
Mississippi Agency	{ Conyngton, Sellers 27 Equitable Building, New & Conyngton	Orleans, La.
Minnesota Phonograph Co.	Minneapolis, Minn.	Minnesota.
Montana	" " Helena, Mont.	Montana.
New England	" " Boston, Mass.	New England States.
New York	" " New York, N. Y.	New York State.
Nebraska	" " Omaha, Neb.	Eastern part of State of Nebraska.
New Jersey	" " Newark, N. J.	New Jersey.
Ohio	" " Cincinnati, Ohio.	Ohio.
Old Dominion	" " Roanoke, Va.	Virginia, North and South Carolina.
Pacific	" " San Francisco, Cal.	Arizona, California and Nevada.
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South Dakota	" " Sioux Falls, S. Dak.	South Dakota.
State Phono. Co. of Illinois	Chicago, Ill.	State of Ills., exclusive of Cook Co.
Texas Phonograph Co.	Galveston, Tex.	Texas.
West Penn.	" " Pittsburg, Penn.	{ Western part States of Penn. and W. Virginia.
Wisconsin	" " Milwaukee, Wis.	Wisconsin.
West Coast	" " Portland, Ore.	{ Oregon, West of 44° long. Washing'n, " 44° "
Wyoming	" " Cheyenne, Wy. Ter.	Wyoming.

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Agents for the North American Phonograph Co.

GEO. W. GRANT, 246 5th. St., Louisville, Ky.

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<i>Agent's Name and Address.</i>	<i>Territory.</i>
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WISCONSIN PHONOGRAPH CO., 414 BROADWAY, MILWAUKEE, WIS.	{ WISCONSIN.
PACIFIC PHONOGRAPH CO., 323 PINE ST., SAN FRANCISCO, CAL.	{ CALIFORNIA, ARIZONA, NEVADA.
OHIO PHONOGRAPH CO., 220 WALNUT ST., CINCINNATI, O.	{ OHIO.
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For terms, conditions of sale, or Illustrated Catalogue of the machines and supplies, send stamp with inquiry to the company or agent in whose territory you contemplate using the machine, or to

The North American Phonograph Company,
44 BROAD STREET, NEW YORK CITY
 OR
14 AND 16 MORRIS STREET, JERSEY CITY, N. J.

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